Future Year Pipeline Probability Weighted(3)

NAA	YTO(Jun) Prior YTD Franchise Franchise	YTD YTD Franchise	Jul Franchise	Current Year Thru 12/31	Year Probability Weighted	2002 Full	2002 Full	B/W 2002 Full	Future Year
Advisory Total Advisory Products Total Advisory Products (689) (689) onds Is IG raged Loans 1,980	┨	BEI IDAAN	an in a	amadis	Lipelline	I cal I O coast	1011	1441 1141	Clausedia
Total Advisory Products 235 Total Advisory Products (688) (688) onds Total Equity (688) onds 86 raged Loans 1,980	18,927	8,330	25	69,526	10,228	37,510	49,000	(11,490)	
Total Advisory Products 235 Total Advisory Products (688) Incted Securities/PPE Total Equity (688) onds 86 raged Loans 143 raged Loans 1,980				1,007				•	,
icted Securities/PPE Total Equity (689) onds Is IG Taged Loans Tribinore Activious	18,927	8,330	28	70,534	10,228	37,510	49,000	(11,480)	•
1 Equity (688) 143 86 1,980	33,134	(3,922)	(454)	44,677	26,697	55,455	49,000	6,455	•
Total Equity (688) 143 143 86 1,980		(180)				(1)		(1)	•
143 86 1,980		(4,101)	(454)	44,677	26,697	55,454	49,000	6,454	
Loans 1,980	9,774	1,489	,	3,022	755	12,018	14,000	(1,982)	•
1,980		1,354		3,000	•	1,354	14,000	(12,646)	
Project Figures Artigony	885	9,254		37,873	19,692	29,830	14,000	15,830	•
						•	:	,	•
Total Debt 2,209 22,756	10,859	12,097		43,894	20,447	43,203	42,000	1,203	•
NIM(2)	•	,		,				,	,
Other (105) (695)		(969)	•	•	•	(693)		(969)	
Total CF Revenue 1,650 78,529	62,898	15,631	(429)	159,105	57,373	135,473	140,000	(4,527)	

Notes:
1) Desis are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
2) NIM on Hold Portfollo excluded
3) Balance of Pipeline includes all future years

Ļ		
шì		
10		
á	02	
Щ	R	30
뎔	1	00
5	=	2
분	10	3
_		\circ
	Ų.	Я
띪	Q	≘UR
HISE -	AS OF: 10 JUL 2002	EUROS IN 000'S
NCHISE -	AS OF	EUR
RANCHISE -	AS OF	EUR
FRANCHISE - REVENUE BY DEAL	AS OF	EUR
FRANCHISE -	AS OF	EUR
FRANCHISE -	AS OF	EUR
FRANCHISE -	JO SV	EUR

		L.			
PRODUCT	DEAL	Franchise Revenue Jun	Franchise Revenue YTD(Jun)	Franchise Revenue Jul	Other Coverage Groups
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	•	2,663		FUR TELE, NA TELE
	Allbritton Communications - General Advisory (News Ch 8) (D020686)			1	NA Lev Fin
	Aurora Communications - general advisory (D012858)	,	1,032	•	None
	Bertelsmann - Project Rock / Rock (D014619)		2,010		None
	Echostar - General Advisory (Vivendi) (D016541)	•	8,686	,	None
	Echostar - acqn advisory and financing (GM - HE) (D014601)		(145)		NA FIN SPO
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)	250	250	•	ITALY
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	,	2,367		EUR TECH, Rus & Turk
	Impresa/Cofina -pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	(18)	58	25	Oth. Eur., PORTUGAL
	Johnston Press - Acqn advisory for RIM / Pacific. (D014213)		2.188	•	Š
	Landmark Communications - general advisory(Retainer 2001-02) (D014724)	1	139	•	None
	Liberty Media - Acan opportunities in Europe (D016262)		244	,	EUR SPON, EUR TELE
	ProSieben - merger advisory with Kirch Media (Pit Concordia) / Concord (D014982)	,	525	1	EUR TECH
	Scientific Atlanta -acquisition of Barconet-Project Baseball / Basebal (D013401)	ю	1.524	ı	EUR TECH
	Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	, ,	533	•	NA FIN SPO
		,	1 578	•	FURTE FITALY IA
	TMP Worldwide - Project University / University 1 (D013407)	•	3,408		None
	TV Globo - Project Waves / Waves (D013628)	,	9		**************************************
			i i		
Total M&A		235	27,257	25	1 4
1					
Total Advisory Products	(3)	235	27,257	25	ì
	AMC Entertainment - acq financing for General Cinema (D013398)	•	462		NA FIN SPO
	Adelphia Communications - HY Offering (2Q 01) (D013200)	,	68	•	NA TELE
	Echostar - HY offering (Hughes Electronics) (D016727)		366	,	NA SPON
	Entercom Communications - HY offering (1Q 02) (D020688)	135	1,152		None
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)		1,505		ጟ
	Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015959)		5,480		NA FIN SPO, NA Lev Fin
	NextMedia Group - HY offering (2Q 01) (D013233)	•	(68)	ı	None
	Sinciair Broadcasting - HY Ottering (4Q 01) (D016235)	• .	1,206		None
	Single produces and a mileting (10.02) (D021370)	æ	536		None
			440	•	None
Total HY Bonds		143	11.263		1
	AOL Time Warner inc IG Bond. (M3404)		141	-	None
	Scholastic Corp - IG offering (10,02) (D020146)		133	,	None
	Walt Disney - \$450mm - (G Bond (D024828)	86	98	•	None
	Walt Disney - IG Bond (M3182)	,	395		None
Total Bonds IG		98	1.354		
	Hughes/PanAmSat - Project Pelican/interior financing 1002 / Pelican 4 (201405)		5 038		NA CINI SEC. MA Law Cin
	Johnston Press - £680mm debt financing for RIM acquisition / Jupiter - (D014834)	1,980	1.980		EUR SPON

V DEAL				
FRANCHISE - BEVENIE BY DEAL	AS OF: 10-JUL-2002	S.000 NI	MEDIA.	
HSE THE	4S OF: 10	EUROS IN D	GLOBAL	
e Marie				
			7.	

M&A AT & Hoseband - general solvisory (Project Twist & Shout) / Twist & Sh (Dohtoss M&A Ache Communications - general solvisory (Project Twist & Shout) / Twist & Sh (Dohtoss M&A Boosey & Hawkes - divestitute advisory (Dobtoses) M&A Boosey & Hawkes - divestitute advisory (Dobtoses) M&A Boosey & Hawkes - divestitute advisory (Bootoses) M&A Correlation - project Rolling Stone for 18% state in SEG (Dott 449) Boosey & Hawkes - divestitute advisory (Bootoses) M&A Correlation - advisory and financing (3M - HE) (Dott 4601) M&A Correlation - strategic divestitute advisory (Dott 399) Microsoft - foreral advisory (Dott 399) Microsoft - foreral advisory (Dott 399) Microsoft - strategic divestitute advisory (Dott 399) Microsoft - foreral advisory (Dott 399) Microsoft - foreral advisory (Dott 399) Microsoft - foreral advisory (Dott 399) Microsoft - strategic divestitute advisory (Dott 399) Microsoft - foreral advisory (Dott 399) Microsoft - strategic divestitute advisory (Dott 399) Microsoft - foreral advisory and financing re GE Americom - Froject General (Dott 400) Levenged Loans Edwinged Loans Edwing	DEAL AT&I Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) AT&I Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) Borsey & Hawkes - divestiture advisory (D00356) Borsey & Hawkes - divestiture advisory (D005685) Borsey & Hawkes - divestiture advisory (B006885) Boustache Televoirn - Sale options for 18% stake in SES (D011449) Constata - acquisition advisory (D005688) Constata - acquisition advisory (D005689) Microsoft - acquisition advisory (D005489) Microsoft - General Advisory (2002) (Fore) / Fore (D02228) Prinader - project Larry/Emma (Eagle / Eagle - D005489) Microsoft - General Advisory (2002) (Fore) / Fore (D02228) Prinader - broject (Effel/Phase 2 (sale) / Effel - 2 (D024386) TM Brazil - Project (Effel/Phase 2 (sale) / Effel - 2 (D024386) TV Globo - Project Waves / Waves (D013628) TV Globo - Project Waves / Waves (D013628) Taylor Neison Sofres - potential advision of Observer AB / Monuche (D002405) Devis & Patthers - Transmission Tower in Brooklyn (D02007)	PROBABILITY 75 75 0 0 25 25 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ia d				Future	Franchise	Probability Weighted
e Advisory e Advisory Products Products Coans Coans Coans	sory (Project Twist & Shout) / Twist & Sh (D010328) ladvisory (D003356) one (ax Empire) / Rolling Stone (ax Em (D015826) dvisory/defence & refinancing (D015369) dvisory/defence & refinancing (D015369) st for 18% stake in SES (D011449) ancing (GM - HE) (D014601) ancing (GM - HE) (D014601) feagle) / Eagle (D005489) ancing (GM - HE) (D010489) story (D0101309) servi (2001) (D010190) servi (2001) (D010190) servi (2001) (D010190) servi (2001) (D012289) visory (D012289) fearle / Effet - 2. (D024386) determing (D010190) servi (D013628) Tower in Brooklyn (D020807)	PROBABILITY 75 25 0 28 25 25 26 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Ę				Future	Revenue	Weighted
e Advisory Products Products Coans Loans Coans Coans Coans Coans	sory (Project Twist & Shout) / Twist & Sh (D010328) 1 advisory (D008356) 3 divisory (D008356) 4 divisory (defence & refinancing (D015369) 4 (2000585) 4 (2000585) 5 or 18% stake in SES (D011449) 5 noring (3M - HE) (D014601) 5 noring (3M - HE) (D014601) 6 agle) / Eagle (D005489) 6 and (3M - HE) (D010389) 7 (2001) (D010190) 8 and (3001) (D0103891) 8 and (3001) (D0103801)	* * * • * * * • * * • * * • * * • * * • * • * • * • * • * • * • * •		Ð S	o o	ö	Months(1)	Total	Pipeline
e Advisory e Advisory Products Products Loans Loans Loans Lests	advisory (0008356) advisory (0008356) advisory (2008356) advisory (are print). I Rolling Stone (ax Em (0015826) (000686) anchig (SM - HE) (0014401) - Project Deadaus, (Do22235) (agely) I Eagle - (D005469) sory (2001) (D010190) sory (2001) (D010190) sory (2001) (D0102912) visory (D010298) advisory (D02289) sory (2001) (D010298) sory (2001) (D010298) advisory (D012289) advisory (D012289) advisory (D012289) advisory (D012289) I (Sale) / Eliet - 2, (D024386) advisory (D012289) advisory (D012289) advisory (D012289) advisory (D012289)	S 0 23 25 0 58		•	•		1 007	* 007	755
e Advisory Products Products Loans Loans Loans Loans	Advisory/defence & refinancing (D015369) divisory/defence & refinancing (D015369) (D006685) s for 18% stake in SES (D011449) s for 18% stake in SES (D011449) - Project Deedalus / Doedalus / D022235) (Eagle) / Eagle (D005469) eod) (Fore) / Fore (D022289) story (D012289) story (D012299) story (D012299) story (D012299) advisory (D01529) aquisition of Observer AB / Monache (D002405) Tower in Brocklyn (D020807)	o #1 #1 o B					1,259	1,269	315
e Advisory reducts Products Coans Loans costs	(Doobses) footbess for 18% stake in SES (Do11449) andring (SM - HE) (D0144601) footbess for 18% stake in SES (Do11449) andring (SM - HE) (D0144601) footbess f	18 18 C 18	• !	•	16,500	•	o	16,500	
e Advisory e Advisory Products Products Loans Loans ects	s for 18% stake in SES (D011449) ancing (GM - HE) (D014601) ancing (GM - HE) (D014601) (Eagle) / Eagle (D0005489) 502) (Fore) / Fore (D022289) acting (D01010190) acting (D0102289) servi (2001) (D010190) acting (D0102289) servi (D0102289) fishe - 2. (D024389) servi (D0102289) acting (D0102289) acting (D0102289) acting (D0102080) Tower in Brooklyn (D020807)	, c S	2,000				Đ	2,000	200
e Advisory Re Advisory Products Products Loans Loans Loans	ancing (GM - HE) (D0114491) - Project Diseadaus (Doc2235) - Project Diseadaus (Doc2235) - Sequel (J005469) - D02() (Fore) / Fore (D022289) - Servy (2001) (D010190) - Servy (2001) (D010190) - Servy (2001) (D0102912) - Servicoy (D012298) - Se	₽ <u>6</u> 6	٠	•	•	•	5,439	5,439	1,360
e Advisory e Advisory roducts roducts Loans Loans	- Project Deadalus / Daedalus (2022235) [Eagle) / Eagle (D005469) (Eagle) / Eagle (D005469) (2001) (0010190) (1001) (2001) (0010190) (1001) (10010190) (1001) (10010190) (1001) (10010190) (1001) (10010190) (1001) (10010190) (10010	3	,	•	6,000	Ū	a	6,000	•
e Advisory e Advisory Products Products Loans coans	(Eagle) / Eagle (DOCA59) 002) (Fore) / Fore (DO2228) 002) (Fore) / Fore (DO2228) 002) (Fore) / Fore (DO2228) 102) (Fore) / Fore (DO3228) 103) (Fore) / Elfer - 2 (DO2438) 104) / Elfer - 2 (DO2438) 104) / Elfer - 2 (DO2438) 105) / Elfer - 3 (DO2438) 106) / Elfer - 3 (DO2438) 107) / Elfer - 3 (DO2438)					1	7,051	7,051	3,525
e Advisory Re Advisory Products Products Loans Loans	0002 (Fore) F fore (D022289) 1002 (Fore) F fore (D022289) 1004 (2001) (D010190) 1004 (2001) (D0102912) 1004 (2001) (Eliel - 2. (D024386) 1004 (2001) (Eliel - 2. (D024386) 1004 (Eliel - 3. (D01828) 1004 (Eliel - 3. (D024386) 1004 (Eliel - 3. (D02486))	0.25	1				4,500	4,500	Ξ
e Advisory e Advisory roducts roducts Loans Loans	sory (2001) Cres (1-) Cres	o ;				10,000	0	10,000	
e Advisory e Advisory Products Products Loans Loans ects	Backrisoy (D012298) 2 (sale) / Elfel - 2. (D024386) 4/46 (D013628) 6 (D013628) 6 aquisilion of Obsserver AB / Monocle (D002405) Tower in Brooklyn (D020807)	52		٠	755		0	755	189
Products Products Products Loans Loans Leans	Viscoy (D012398) 2 (sale) / Elifet - 2. (D024386) 3 (sale) / Elifet - 2. (D024386) 3 (sale) / Elifet - 2. (D024386) 4 (D013828) 4 (D013828) 5 (Subserver AB / Manacle (D002405) 5 (Subserver AB / Manacle (D002405)	당			3,022		a	3,022	1.511
Advisory Re Advisory Toducts Loans Loans Loans	2 (sale) / (Effet - 2, (D024386) 96 (D013628) aquisition of Observe; AB / Manacle (D002405) Tower in Brooklyn (D020807)	52			•	•	2,000	6,000	1.250
e Advisory e Advisory Products Loans Loans ects	As and J Elon (1002405) aquisilion of Observer AB / Monacle (D002405) Tower in Brooklyn (D020807)	8	,				2,015	2,015	504
e Advisory e Advisory roducts roducts Loans ucts	aquisition of Observer AB / Monacle (D002405) Tower in Bracklyn (D020807)	R :				1,007	Ö	1,007	252
e Advisory Products Products Loans Loans Leans	Tower in Brooklyn (D020807)	5. C			Ť	6 2	0	۶	57
Advisory Re Advisory Products Products Loans Loans Leans	Tower in Brooklyn (D020807)					3,896	٥	3.896	٠
e Advisory e Advisory Products Coans Loans	Tower in Brooklyn (D020807)		2,000	•	26,277	14,978	28,271	69,526	10,228
Products Products Loans Loans		0	•				1 007	1007	
Products Loans Loans Loans							1.007	700	
Loans Loans Loans								2	
Loans Loans Loans Loans			2,000		26,277	14,978	27,278	70,534	10,228
Loans Loans Loans Loans	10022612) (30 02) (D022612)	25	3.022			,	c		3.5
Loans Loans Loans Loans			3,022				0	3,022	7.55
Loans Loans Loans Loans	The American - Drained Carpet / Camera (Doubles)	•							
ged Loans Iged Loans Iged Loans reducts		>			1	,	3,000	3,000	
ged Loans ged Loans ged Loans roducts							3,000	3,000	
ged Loans Toducts	ancing (GM - HE) (D014801)	S		•	,	130 45	c	0	•
roducts		75	3,022	•			.	3,027	2.786
Toducts			3,022	•		34,861		37,873	19.892
			8,044			34,851	3,000	43,894	20,447
	pic (D020545)	8		1.612		ı	c	4	
	Offering - Project Annabelle / Annabel (D022480)	75		<u>.</u>	17.000	. ,	> c	7.0	064,1
	lible bond (D020296)	52	2,500) -		> =	2,000	12,/3U
	712)	0	•		,	1,712	. 0	1.712	2 .
Fourty (Note that the Control of the	3066)	52			٠		5,036	5,036	1.259
	neing (Dutesus)	35	806	,	•		. 0	908	604
	Jacobardo (BO) (DO) (BO)	22	• ,		٠		9,000	8,000	6.000
Equity Texas Pacific Group - IPO (Hunter) - (0000000)	iii y dii official (9.2	1,511				0	1,511	1,133
≅qufty		C	,			6,500	0	6,500	1,625
			4,817	1,612	12,000	8,212	13,036	44,877	26,697
Equity Products			4.817	4 243	47,000	C 25.	2000	3,000	
					2001	2176	13,036	44,677	26,897
Product			12.860	1.612	43 277	58.047	11001	450 405	40.00

				NOS	VTD JUN	75	2002	FRANCHISE
BANKER	DEAL	PRODUCT	PROB	VALUE	VALUE	VALUE	PEANCHISE PIPEL INF	PIPELINE
Amiing, Jeffrey	Aurora Communications - general advisory (D012858)	Divestiture Advisory	Ψ/Z		1.032			
	Citadel Broadcasting - IPQ (0023065)	Equity-IPO	25%	,			5 078	
	Cumulus Media - secondary offering (2Q 02) (D022916)	Equity-Secondary	d/N		4 823	,	200,0	. :
	Echostar - General Advisory (Vivendi) (D016541)	Other M&A Advisory	A/N	ı	8 888	•		
	Echostar - HY offering (Hughes Electronics) (D016727)	Bonds-Corporate High Yield	XX		399	•	•	
	Echostar - acqn advisory and financing (GM - HE) (D014601)	Acquisition Advisory	20%			•	7.053	
		Acquisition Advisory	ΝΆ		(145)			
	Echoster - acqn advisory and financing (GM - HE) (D014601)	Bridge Loans	20%				34 851	
	Emmis Communications - Block Trade (20 02) (D021959)	Block Trade	¥,	33	2,002		1	•
	Entercom Communications - HY offering (1Q 02) (D020688)	Bonds-Corporate High Yield	Y.Y	135	1,152		,	
	Entercom Communications - secondary offering (1Q 02) (D020128)	Equity-Secondary	ΥN		4,553		•	
	Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Polican 1 (D015959)	Bonds-Corporate High Yield	×	•	5,480			
	Hughes/PanAmSal - Project Pelican/Interim financing 1002 / Pelican 1 (0015959)	Senior Bank Debt	Ϋ́	•	5,936	,	•	ı
	MediaNation - HK\$445.8mn IPO on GEM - Proj Bus / Bus (Asta ECM) (0000494)	Equity-1PO	A/A	(721)	(1,037)	(454)		,
	Radio One - Secondary Offering (20 02) (D021881)	Equity-Secondary	×		745		•	
	Rand McNally & Co - general advisory (D012298)	Divestiture Advisory	55%	•		,	2 015	
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015996)	Bonds-Eurobonds	%0	•			3,000	,
	Sinclair Broadcasling - HY Offering (40 01) (0016235)	Bonds-Corporate High Yield	Α'N		1,206	,		
	Sinclair Broadcasking - refinancing (D021892)	Senior Bank Debt	75%	•			3,022	
Austin, Geonney	APAXMICAS Muse - IPO of Yell pic (D020345)	Equity-IPO	%06	•		•	1,612	,
	Gazprom - sale of Gazprom Media to Sputhik Group (Astra) / Astra * (D013840)	Valuation	ΑN		2,367	•	•	•
	Johnston Press - Acqn advisory for RIM / Pacific, (D014213)	Acquisition Advisory	∀		2,188			
	Johnston Press - rights (saue for acqn of RIM (D022644)	Equity-Rights	ΝΆ	,	1,623		•	
	Johnston Press - £680mm debt financing for RIM acquisition / Jupiter, (0014634)	Senior Bank Debt	Ϋ́	1,980	1,980			
	Lagardere - project Larry/Emma (Bagle) / Eagle. (D005469)	Acquisition Advisory	%0	•			10,000	,
	Yell - US\$40mm Inancing for acqn of Moleod Publishing (D020465)	Senior Bank Debt	ďΖ	•	292	•	•	٠
Cares Chadee	Chipped Commissional and and an analysis of Chipped Co.		į					
	Dischart (DO CO) (DA A) (DA A)	Divestiture Advisory	¥ :	•	1,032	•	•	•
	Canada Octobrosia (DO ACCO)	Equity PO	8	,		•	1,712	,
	Changle Mode - Anomalan allowed to the control of t	Equity-PO	55%		,	•	5,036	\$
	Currings Media - Sectionary Greating (40 CZ) (DOZZENO) Estatore Commissionion - CZ effects (40 DOZZENO)	Equity-Secondary	Z :	. ;	4,823			
	Enterview Communications of the communications (10 des 10 des 10 des 10 des	Bonds-Corporate Mgn *18td	٠ 2	33	1,152	,		
	to referent communications - secondary presting (10,02) (0040148)	Equity-Secondary	ď,		4,563			
	Cody 1.50 Enter (#1868 7.17 Chinatering (BOLDSOS) MediaNation - HK\$445 San 190 on GEM - Prof Pire / Bire / Asia EONA (Donator)		%n/	- (908	
	NextMedia Group - HY offection (20 01) (201323)	Control Company	(2)	((4)	(3,037)	(404)	,	•
	Radio One - Secondary Offering (20 02) (0021881)		C 4/2	1	(66) 246	,	•	II)
	Sinclair Broadcasting - HY Offering (40 01) (D016235)	Bonds Comorate High Yield	4/4	•	906			•
	Sinclair Broadcasting - HY offering (10 02) (D021370)	Bonds Comorate High Vield	2 7	· a	502			
	Sinclair Broadcasing - refinancing (D021892)	Senior Bank Debt	75%	۰ ،	976		3 032	
			2	•	•	ı	3,022	,
Graves, Daniel B.	Adelphia Communications - HY Offering (2Q 01) (D013200)	Bonds-Corporate High Yield	N/A	•	88	•	•	
	Allbritton Communications - General Advisory (News Ch 8) (D020686)	Faimess Opinion	Ϋ́Z		Ξ	,		
	Gray Communications acqn fin for Benedek Broadcasting (D022657)	Senior Bank Debt	75%	,	1		3,022	
	Landmark Communications - general advisory(Retainer 2001-02) (D014724)	Other M&A Advisory	N/A		139	,	. •	•
	Salam Communications - secondary offering (3Q 02) (D024428)	Equity-Secondary	76%				1,511	
	XM Satelite Radio - secondary offering (20.02) (D022418)	Equity-Secondary	ΥN	•	748			
Lovedrove Stephen	ADAXIMINA Mines - IOO of value of the Constant	Ç Ç A	į					
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	Equity-IPO Foulty-Secondary	30% 76%	•			1.012	,
	72214277722866777228667772866777777777777777	CHUMP-Securitary	Ŗ	·			17,000	•

				NOT	NUL OTY	JUL	2002 CD AN CUICE	FRANCHISE	
	4	PRODUCT	PROB	VALUE	VALUE	VACUE	PIPELINE	PPELINE	
	1960COCO poor estimate acilia poor of the coco	Fourty-Convertible Bonds	75%		,		2,500		
		Acquisition Advisory	¥		2,010			•	
	/ Politing Stone (ex Em (D015825)	Acquisition Advisory	కే		•	•	16,500		
	Respector (1013891)	Comprate Restructuring Advice	100%	•	k		351	,	
		Composite Restructiving Advice	4/2	5	1.99.1	•			
•		Divestiture Advisory	75%				2,000		
		Divestiture Advisory	%	,	•	,	6,000		
	On (0015714)	Merger Advisory	₹ 2	(18)	8 6	23			
	(1,1)		%D				4.500		
	HS. (DOZZZSS)	Acon sellon Advisory	8	, ,	,	•	10,000		
	(agto)	Octobro Actions	25%			•	9.000		
	Proceedings - strategic divestitute advisory (Colaboraty)	Ronds-Furnbonds	Š		•	,	3,000		
		Equity-19-O	75%		,	,	8,000		
Lovell, Nicholas	(5714)	Merger Advisory	ď	(18)	28	25	,		
-	_	Equity-Convertible Bonds	¥		3,638				
	A SAME OF A SAME	Acquieition Advisory	ď/X	,	2.010		,		
Macinnes, Bruce	Dollar Chans (av Em (D015826)	Acquisition Advisory	8		. '	٠	16,500		
		Fairness Opinion	×X	250	250	۲	•	,	
	* (D033840)	Valuation	Š	۱.	2,367	,			
	5	Mamer Advisory	ž		525	•			
	-	Defence Actions	25%	,			5.000		
		Gooden Franchoods	Š	. ,	,		3.000	•	
	(nee	Defice M.E. Achiesory	Š	,			3,896	,	
	/ Monocle (DUDZ406)	Other MacA Advisory	2 6	•			9000	•	
	Texas Pacific Group - IPO (Hunter) / Hunter (D022792)	Equity-IPO	%CZ		•		2	•	
	All transport to the CDM Determor /0000818)	Senior Bank Debt	Š	,	•	•	2,015	,	
Morrie, J. L. Marcollin	Osavie 8. Dednam - Transmittelm Tower in Brooklyn (D020807)	Real Estate Advisory	80	•	,		1,007	,	
	Labracios & Marie Delican Pelican Manager 1007 / Pelican 1 (D015959)	Bonds-Corporate High Yield	ď.	•	5,480	,	•		
	Higher Pan Am Set - Project Palican/Interim financing 1002 / Pelican 1 (0015959)	Serior Bank Debt	ď		5,936	•	٠		
	Discouls Molines - seneral advisory (2001) (D010190)	Divestiture Advisory	20%			,	3,022		
	Spectratio Holdrings - Fairness Opinion (SBC) (D022702)	Falmess Opinion	A/A		533	,	٠		
	TIM Brazil - Protect Effet/Phase 1 (strategic alliance) / Elfel - 1. (D014121)	Other M&A Advisory	Ϋ́	•	1,578			•	
	TIM Brazil - Project Eife/Phase 2 (sale) / Elfel - 2. (D024388)	Divestiture Advisory	25%	•	•	•	1,007		
	TV Globo - Project Waves / Waves (D013628)	Divestiture Advisory	75%		•		92		
	TV Globo - Project Waves / Waves (D013625)	Divestiture Advisory	€/Z		68		•	i	
((DO) Comment Comments of the American Section (DO) 9208	Ronds-Comorate High Yield	Ø/Z		462		•	•	
Paul, Gregory K.	AND Entertainment of interior is a continued in the continued in the continued of the conti	Divestiture Advisory	25%	1			1,259		
	Active Collisional Series - General agencies (COCOCOC) (COCOCOC) (COCOCOC) (COCOCOCOC) (COCOCOCOCOCOCOCOCOCOCOCOCOCOCOCOCOCOCO	Bonds-Corporate High Yield	25%			,	3,022	1	
	Galaxy I atin America - HY bond offering (10 01) (D002033)	Bonds-Corporate High Yield	ΚX		1,505	k	•	•	
	IN Television - IPO (D020127)	Equity-IPO	ΚZ	٠	9,141			•	
	Loews Cineolex Entertainment - exit financing (10 02) (D016578)	Senior Bank Debt	Ϋ́	•	1,930	•			
	Young Broadcasting - HY Offering (40 01) (D014961)	Bonds-Corporate High Yield	ďŽ		544	ı	,	•	
i		Control of the Mich Man	75%		,		3,022	,	
Silver, Ellen L.	Data (ransmission Network - panivoorid infancing (54,45) (1944-412)	Serior Bank Debt	¥.Z		1,930			•	
	Loanse Carregues, Enterdamment - Bah insanching (1 d. 42) (17715775) Young Broadcasting - HY Offering (4 d. 01) (D014961)	Bonds-Corporate High Yield	N/A		544	•		•	
			4214		ç		•	•	
Thun-Hohenstein, Christlan	Bertelsmann - Project Rock / Rock (D014619)	Acquisition Advisory	ď Ž	•	2,010		ı	v.	

			JUN	YTD JUN FRANCHISE	JUL	2002 FRANCHISE	FRANCHISE
DEAL	PRODUCT	PROB	VALUE		VALUE	PIPELINE	PIPELINE
Bertalsmann - project Rolling Stone (ex Empire) / Rolling Stone (ex Em (D015826)	Acquisition Advisory		ı		٠	16,500	٠
Deutsche Telekom - Sale options for 16% stake in SES (D011449)	Divestiture Advisory	%0	,	ì	•	9,000	•
Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)	Fairness Opinion	V/X	250	750			•
AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	75%		,		1,007	•
AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	ž	,	2,663		•	٠
BusinessWire - general advisory (D005685)	Divestiture Advisory	75%		. •		5,439	,
Comcast - acq frcg for AT&T Broadband (participant bank) (DX20813)	Senior Bank Debt	20%	ì	•	•	1,813	•
Digital River - block trade (40 01) (0016304)	Equity-Secondary	Ϋ́		80		. •	٠
.ibarty Media - Acqn opportunities in Europa (0015262)	Acquisition Advisory	ž	1	244	•	,	٠
fMP Worldwide - Project University / University 1 (D013407)	Acquisition Advisory	ΑX	•	3,408	•	•	•
Walt Disney - \$450mm - 1G Bond (D024828)	Bonds-Corp. Investment Grade	N/A	98	30			•
Comcast - acq fneg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	20%	•	,		1,813	,
ikon Office Solutions - convertible offering (2Q 02) (D020657)	Equity-Convertible Bonds	ΑN		4,732	•	. '	•
Microsoft · General Advisory (2002) (Fore) / Fore (D022289)	Divestiture Advisory	75%	,	•		755	1
SONICblue - debt private placement (2Q 02) (D021165)	Equity-PIPE	V/V		160	,	•	٠
Scientific Atlanta -acquisition of Barconet-Project Baseball / Basebal (D013401)	Acquistion Advisory	ďΝ	ო	1,524	•	•	,

Triffo, Dyan

Case 1:07-cv-05471-BSJ-KNF

	S C	YTD(Jun)	Prior YTD	BAW PRIOR		Balance Of	Bal Of Cur Year Probability					Future Year
PRODUCT	Franchise Revenue	Franchise Revenue	Franchise Revenue	Franchise Revenue	Jul Franchise Revenue	Thru 12/31 Pipeline	Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	B/W 2002 Full Year Plan	Future Year Pipeline(3)	Probability Weighted(3)
M&A	3	19,861	10,184	9,678		21,631	8,467	28,328	25,650	2,578	,	,
Other Advisory Total Advisory Products	, _E	19,861	10,184	9,676		1,007	8,467	28,328	25,660	2,678		, ! .
ECM Restricted Securities (DDE	(689)	23,951	17,278	6,673	(454)	590,9	2,997	26,494	25,650	44.5	ı	
Total Equity	(689)	23,950	17,456	6,494	(454)	90'6	2,997	26,493	25,650	843	, .	.].
HY Bonds	143	11,263	9,774	1,489		3,022	755	12,018	7,330	4,588	,	1
Bonds IG	96	1,354	,	1.354	•	3,000	•	1,354	7,330	(5,976)	,	,
Leveraged Loans Project Finance Advisory		7,866	988	6,981		37,873	19,692	27,558	7,330	20,228	ı	•
Total Debt	228	20,483	10,659	8,824		43,894	20,447	40,930	21,990	18,940		,
NIM(2)	•	•	•	•	,	,		•		•	·	,
Other	(105)	(892)		(989)	•			(696)		(969)	'	,
Total CF Revenue	(562)	63,599	38,300	26,289	(464)	75.598	31,911	95.056	73.290	21.766		

Notes:

1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
2) NIM on Hold Portfolio excluded
3) Balance of Pipeline includes all future years

PRODUCT	DEAL	Franchise Revenue Jun	Franchise Revenue YTD(Jun)	Franchise Revenue Jul	Other Coverage Groups
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) Albritton Communications - General Advisory (News Ch 8) (D020686) Aurora Communications - general advisory (D012858)	, , ,	2,663 111 1,032	1 1 1	EUR TELE, NA TELE NA Lev Fin None
	Echostar - General Advisory (Vivendi) (D016541) Echostar - acqn advisory and financing (GM - HE) (D014601)		8,686	· 1	None NA FIN SPO
	Landmark Communications - general advisory(Retainer 2001-02) (D014724) Liberty Media - Acon opportunities in Europe (D016362)	, ,	139	1 1	None FLIR SPON FLIR TELF
	Scientific Atlanta -acquisition of Barconet-Project Baseball / Basebal (D013401)	m	1,524	•	EUR TECH
	Specirasie Holdings - Fairness Opinion (SBC) (D022/02) TIM Brazii - Project Eifel/Phase 1 (strategic alliance) / Eifel - 1. (D014121)		533 1,578	1 1	NA FIN SPO EUR TELE, ITALY, LA
	TMP Worldwide - Project University / University 1 (D013407) TV Globo - Project Waves / Waves (D013628)	, ,	3,408 89	P 4	None LA
Total M&A		8	19,861		
		-			
Total Advisory Products	- 1	3	19,861	1	
		,	462	•	NA FIN SPO
	Adeipnia Communications - HY Oriening (2Q 01) (D013200) Erbostar - HX offering (Busina / Bostoning) (2005)	ı	88 6	ı	NA TELE
	Editorial Communications - HY offering (10.02) (D0.052)	135	1 152		とうした。
		} ,	1,505	ı	<u> </u>
		•	5,480	ŗ	NA FIN SPO, NA Lev Fin
	NextMedia Group - HY offering (2Q 01) (D013233)	•	(88)	,	None
	Sinclair Broadcasting - HY Offering (4Q 01) (D016235)	,	1,206	ŧ,	None
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	œ	536	į	None
	Young Brosdœsting - HY Offering (40 01) (D014961)	1	544		None
Total HY Bonds		143	11,263		
	AOL Time Warner inc IG Bond. (M3404)		141	1	None
	Scholastic Corp - IG offering (1Q 02) (D020146)	,	133	,	None
	VVa1 Dishey - \$450mm - 1G Bond (D024828) VVa+ Dishey - 1G Bond (M2182)	98	80 0 80 0	•	None
		•			
Total Bonds IG		86	1,354		
	Hughes/PanAmSat - Project Pelican/Interim financing 1002 / Pelican 1 (D015959)		5,936		NA FIN SPO, NA Lev Fin
	Loews Cineplex Entertainment - exit financing (10,02) (D016576)	•	1,930		NA FIN SPO, NA Lev Fin
Total Leveraged Loans			7,866		
					1
Total Debt Products		228	20,483	•	. 1
	Cumulus Media - secondary offering (2Q 02) (D022916) Digital River - block trade (4Q 01) (D016304)	, ,	4,823 85		None None
		-	-		

H	
	4 Š
Ì	N.
	N.
н	
н	
	*
4	
Ď	
7	
Ω.	မ္က
	, 80 ×
FNUE	JUL-20 N 000' DIA.
REVENUE	10-JUL-20 S IN 000° MEDIA.
- REVENUE	F: 10-JUL-20 ROS IN 000° NA MEDIA.
ISE - REVENUE	S OF: 10-JUL-20 EUROS IN 000° NA MEDIA.
CHISE - REVENUE	AS OF: 10-JUL-20 EUROS IN 000° NA MEDIA.
ANCHISE - REVENUE	AS OF: 10-JUL-20 EUROS IN 000° NA MEDIA.
FRANCHISE - REVENUE	AS OF: 10-JUL-20 EUROS IN DOO' NA MEDIA.
FRANCHISE - REVENUE BY DEAL	AS OF: 10-JUL-20 EUROS IN 000° NA MEDIA
FRANCHISE - REVENUE	AS OF: 10-JUL-20 EUROS IN 000° NA MEDIA.
FRANCHISE - REVENUE	AS OF: 10-JUL-20 EUROS IN 000° NA MEDIA.
FRANCHISE - REVENUE	AS OF: 10-JUL-20 EUROS IN 000° NA MEDIA.
FRANCHISE - REVENUE	AS OF: 10-JUL-20 EUROS IN 000° NA MEDIA.
FRANCHISE - REVENUE	AS OF: 10-JUL-20 EUROS IN 000° NA MEDIA.
FRANCHISE - REVENUE	AS OF: 10-JUL-20 EUROS IN 000° NA MEDIA.
FRANCHISE - REVENUE	AS OF: 10-JUL-20 EUROS IN 000° NA MEDIA.
FRANCHISE - REVENUE	
FRANCHISE - REVENUE	

PRODUCT	DEAL	Franchise Revenue	Franchise	Franchise Revenue	Other Coverage Groups
	Emmis Communications - Block Trade (2Q 02) (D021959)	Un SS	YTD(Jun)	֓֞֞֞֞֝֞֞֞֞֝֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞֞	Andrew
	Entercom Communications - secondary offering (10.02) (D020128)	} •	4,553	•	000Z
	Ikon Office Solutions - convertible offering (2Q 02) (D020657)		4,732	ı	None
	LIN Television - IPO (D020127)		9,141		NA FIN SPO
	MediaNation - HK\$445.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	(721)	(3,037)	(454)	ASIA NRG, ASIA SPON, CHINA, NA FIN SPO
	Radio One - Secondary Offering (2Q 02) (D021881)	•	745		None
	SONICblue - debt private placement (2Q 02) (D021165)	1	091	•	NA P PLMT
	XM Satelfite Radio - secondary offering (2Q 02) (D022418)	,	748	,	NA FIN SPO
Total Equity		1089)	20 000	1000	
Cambo and		(699)	13,951	424	
	Beam Broadcasting-Warrant Income Realized/Unrealized (M1590)	•	(0)	,	None
	ibeam min (M15/4)	r	Ξ	Ì	None
lotal Private Placement-Equity	-Equity	P	(1)	1	
Total Equity Products		(689)	23.950	(454)	
	Comcast Cable - Strategic Lending Contract (M2222)	(94)	(308)	,	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(88)	(387)	•	None
Total Loans 12					
י טופו בספווט וס		(105)	(695)	٠	
Total Other Financing Products	roducts	(105)	(695)	4	
Total Product		(562)	63,599	(454)	

2			
I KANCHISE - PIPELINE BY DE/	AS OF: 10-JUL-2002	EUROS IN 000'S	NA MEDINA

									i
PRODUCT	DEAL							Franchise	Probability
4	,	PROBABILITY	J.	Aug	Ç.	č	Future	Revenue	Weighted
Med	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh	i		•	}	5	Months(1)	Totai	Pipeline
MSA ASM	0006356)	9, 2	,	,		•	1 007	200	
N8A	Dustness Wire - general advisory (D005685)	67				•	259	1,007	755
A.S.A.	Echosiar - acqn advisory and financing (GM - HE) (D014601)	3 ខ					5,439	967.5	315
M&A	Microson - General Advisory (2002) (Fore) / Fore (D022289)	2 %	,		•		7 051	7,70	000
M&A	190)	វិទ			755		0	755	180
M&A	TIM Brazil - Design Effects advisory (D012298)	3 %	•	•	3,022		0	3.022	20.0
M&A	TV Globo - Project Ellei/Finase 2 (sale) / Effel - 2. (D024386)	52		•	•		2,016	2.015	504
M&A	(D013628)	75			1 ;	1,007	0	1,007	252
Real Estate Advisory	David & Date				3,777	1,083	16,774	76	57
Real Estate Advisory	Cayla & Partners - Transmission Tower in Brooklyn (D020807)	C	,					2014	8,467
)	.			,	1,007	1,007	
Advisory Products							1,007	1,007	
					3777	4 002			
HY Bonds	Data Transmission Network - bank/bond financing (3Q 02) (D022642)					500';	17,778	22,638	8,467
		25 3	3,022	,	,	٠	0	3 022	146
Bonds IG			7707				0	3.022	007
Bonds IG	Second Second Second Second - Project Gerard (Dol 5996)	0		,					2
							3,000	3,000	,
Leveraged Loans	Echostar - acqn advisory and financing (GM • HF) (7014601)						3,000	3,000	
Leveraged Loans	Gray Communications acqn fin for Benedek Broadcasting (D022657)	1 20	. ;	•	•	34,851	c	700	1
91800 5083			3,022	,	•			1,63,1	17,425
Debt Products		,	720		•	34,851	0	37.873	19 697
		9	6,044						
Equity	Blackboard - IPO (Q1 03) (D014712)					34,861	3,000	43,894	20,447
Equity	Citadel Broadcasting - IPO (D023086)	0 5			,	1,712	_	1 7 13	
Bouit	Ceap Prog Enterprises - (PO financing (D016309)		, ;		.•		5.038	7 - Y	
Equity	Jaiem Communications - Secondary offering (3Q 02) (D024428)		200	;	1	,	0	806	607'
		ı	247	•			٥	1.511	133
Equity Products						1,712	5.036	9,065	2,997
1000		2,	2,317			1 712	5 020		
100001							aco'e	9,065	2,997
		Ğ,	8,360		3777	17 6.40			

1) Future Months include all pipeline, including future years

				NO.	YTD JUN	Į,	2002		
BANKER	ספער	FOIGOR		FRANCHISE	FRANCHISE	FRANCHISE	FRANCHISE	FUTURE	
Aming, Jeffrey	Aurora Communications - general advisory (D012858)		PROB	VALUE	VALUE	VALUE	PIPELINE	DIDE: NI	
	Citadel Broadcasting - IPO (D023086)	CIVES HILLS AGVISORY	A/A		1,032		•		
	Cumulus Media - secondary offering (20 02) (0022916)	Odi-And	25%		•		F 038	,	
	Echostar - General Advisory (Vivendi) (D016541)	Equity-Secondary	A/A		4.823		2		
	Echostar - HY offering (Hughes Fischmates) (Contact)	Other M&A Advisory	ď.		8,686	1	•		
	Echostar - acan advisory and financian (O.A. LE)	Sonds-Corporate High Yield	Ϋ́Z	,	389				
	Echostar - again advisory and financiae (Catallia) (Doubles)	Acquistion Advisory	%09					•	
	Echostar - acts of classes and described the control of the contro	Acquisition Advisory	A/X		(145)	1	len'		
	Emplis Commission - Block That (2014)	Bridge Loans	20%		Or .		. ;		
	Enfertom Communication (19 ac 19 ac	Block Trade	A/N	ş	, 600	ı	34,851	,	
	Establish Commitment and Commitment (10 02) (D020688)	Bonds-Corporate Hinb Yield	S	3 5	2.00.2		,	,	
	Entertonin Communications - secondary offering (10 02) (D020128)	Equity-Secondary	Ç <	3	1,152	,			
	Trugings renamed a Project Pelican/Interim financing 1002 / Pelican 1 (Do13939)	Bonds-Comorate High Yield	Ç Ş		4,553	•	,		
	nugnes/PanAmisat - Project Pelican/interim financing 1002 / Pelican 1 (D015959)	Series Deat Oak	¥ :		5,480			,	
	MediaNation - HK\$445.8mn (PO on GEM - Proj Bus / Bus (Asia ECM) (D000494)		ď:	• ,	5,836		,	•	
	Radio One - Secondary Offering (2Q 02) (D021881)		¥/Z	(721)	(3,037)	(454)	,		
	Rand McNally & Co - general advisory (D012298)	county-secondary	≪ Z		745	•			
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard / Americom	Divesillare Advisory	25%			,	2.015		
	Sinclair Broadcasting - HY Offering (4Q 01) (D016235)	Bonds-Eurobonds	%0	•			000	•	
	Sindair Broadcasting - refinancing (D021892)	bonds-Corporate High Yield	N/A		1,206)) i	•	
,		Senior Bank Debt	75%	·		,	3.000	,	
Carey, Chanes	Aurora Communications - general advisory (Ontropics)	:					770'		
	Blackboard • IPO (Q1 03) (D014712)	Divestiture Advisory	A/A	ι	1.032	,			
	Citedel Broadcasting - (PO / D023nf6)	Equity-!PO	%0	,					
	Cumulus Media - secondary offering (20 hz) (massos)	Equity-IPO	25%			•	71,17		
	Entercom Communications HY offsets (10 02) (DOSSES)	Equity-Secondary	A/A		4 R23	. ,	0,030		
	Entercom Communications - secondary Afraira (10 pg. 2000)	Bonds-Corporate High Yield	N/A	135	1.152			,	
	Leap From Enterprises - Inc. Angelies (Co. V.) (D020128)	Equity-Secondary	A/N		4 5 5 5				
		Equity-(PO	75%		r S		. ;		
	Next Models Control of the Control of Control of Series (Asia ECM) (D000494)	Equity-IPO	4 /2	(162)			806		
	Dadle One Connection (Cold Section) (Cold Section)	Bonds-Corporate High Yie/d	4/2	(1-1)	(3,037)	()			
!	Simple Brodenical (1907) (2021881)	Equity-Secondary	(4	,	(A)			•	
	Charles Diodacasting - HY Orienng (40 01) (0016235)	Bonds-Comorale High Yield			745	,		•	
	Security Produced Study - MY affecting (10 02) (D021370)	Bonds-Comorale High Yield		٠,	1,208	•	,	•	
	Ontrolair producesting - refinancing (D021892)	Serior Bank Debt	, and a	ю	536				
Graves, Daniel B	Adolytic Communications of the text		5		,		3,022		
	Administration Committee of the Official (20 of) (D013200)	Bonds-Comorale High Vield	454		;				
	Allonation Communications - General Advisory (News Ch 8) (D020688)	Fairness Orinbo	€ \$		8	,	•		
	Gray Communications and fin for Benedek Broadcasting (D022857)	Senior Benk Debt	1/2		Ξ		•		
	Langmark Communications - general advisory(Retainer 2001-02) (D014724)	Other M&A Advisor	8 .				3,022		
	Salem Communications - secondary offering (30 02) (0024428)	Fourth Secondary	4 2 2 E	,	138		,	٠	
	Ain Seletille Redio - secondary offering (20,02) (D022418)	Edith Seconds.	e :			,	1,511		
Morrie Mariaglas	A	(igo posocionh	ď	i	748				
mone, o t mercolill	Alliance imaging Inc GRMI Retainer (D020818)	Senior Bank Debt	780						
	Cavis & Fattiers - Lansmission Tower in Brooklyn (D020807)	Real Estate Advisory	ຄື ຄື	,		•	2,015	•	
	Hughes/Danger of Friger Periodic financing 1002 / Pelican 1 (D015959)	Bonds-Corporate High Yield	2 2				1,007		
	Pinnario Holding	Senior Bank Debt	(<u>4</u>	•	5,480 0.810		•	,	
	Special communities at periental advisory (2001) (D010190)	Divestiture Advisory	(20		928'6		•	•	
	Special deficiency - Hermess Opinion (SBC) (D022702)	Fairness Opinion	* S				3,022		
	The Boats - Troject Effet/Phase 1 (strategic aliance) / Effet - 1 (D014121)	Other M&A Advisory	() () () () () () () () () ()		593	,			
	0	Divesting Advisory	C 20 C	•	1,578				
	TV Group - Project Waves / Waves (D013628)	Divestit me Artwess	201	•	,		1,007		
	14 Crops - Project Waves / Waves (D013828)	Diversitive Advisory	8 c. 4	,	•		76		
		franchis, a company	C Ž		68		•		

DEAL		PRODUCT	PR08	JUN FRANCHISE VALUE	YTD JUN FRANCHISE VALUE	JUL FRANCHISE	2002 FRANCHISE	FRANCHISE FUTURE
AMC Entertainment - acq financing for General Cinema (D013398) Acme Communications - general advisory (D006366) Data Transmission Network - bankbond financing (3Q 02) (D0228 Galaxy Latin America - Hy bond differing (1Q 01) (D002003) LIN Television - LD (D000133)	g for General Cinema (D013398) advisory (D008368) k/bond financing (3Q 02) (D022812) ffering (1Q 01) (D002033)	Bonds-Corporate High Yield Divestiture Advæsny Bonds-Corporate High Yield Bonds-Corporate High Yield	25% 25% 25%		462	A	PIPELINE 1,259 3,022	2 · · ·
Loews Cineplex Entertainment - exit financing (10 02) (D016578) Young Broadcasting - HY Offening (40 01) (D014981)	ll financing (1Q 02) (D016676) (4Q 01) (D014861)	Equity-iPO Sentor Bank Debt Bonds-Corporate High Yield	X	. , , ,	9,141 1,830	1 1 1		, , ,
Data Transmission Network - bank/bond financing (3Q 02) (D022 Loews Cineplex Entartainment - exit mancing (1Q 02) (D016578) Young Broadcasling - HY Offering (4Q 01) (D014961)	oond financing (3Q 02) (D022612) Financing (1Q 02) (D016578) 4Q 01) (D014961)	Bonds-Corporate High Yield Serlor Bank Debt Bonds-Corporate High Yield	25% N/A		, 630	t i	3,022	, .
A18 T Broadband - general advisory (Project Twist & Shout) / Twist & 4 A18 T Broadband - general advisory (Project Twist & Shout) / Twist & 5 BusinessWire - general advisory (Doo3665) Comeast - acq fineg for A18 Broadband (participant bank) (Do20813) Digital River - block trade (4Q 01) (Do18304) Liberty Machanites in Europe (Do16262) TMP Wordowide - Project University I University - front adoxy.	(Project Twist & Shout) / Twist & Sh (D010328) (Project Twist & Shout) / Twist & Sh (D010328) 005665) Iband (participant bank) (D020813) 2018304) The Europe (1010262)	Divestiture Advisory Divestiture Advisory Divestiture Advisory Senior Bank Debt Equity, Secondary Acquisition Advisory	75% N/A 25% 50% N/A		2,663 85 85	1	5,439	
Wall Disney - \$450mm - IG Bond (D024828)	(4828)	Acquisition Advisory Bonds-Corp. Investment Grade	∢ ∢ Ž Ž	. 86	3,408 86			
Comcast - acq incg for AT&T Broadband (participant bank) (II knor Office Solutions - convertible othering (20, 02) (D020657) Microsoft - General Advisory (2002) (Fors) i Fove (D02289) SONICible - debt private placement (20, 02) (D021165)	and (participant bank) (D020813) enng (20,02) (D020667) (Fora) Fore (D022289)	Senior Bank Debt Equity-Convertible Bonds Divestiture Advicory Equity-PIPE	50% N/A 25% N/A		4,732		1,813	
	common manual acquisitori of Barconet-Project Baseball / Basebal (D013401)	Acquisition Advisory	N/A	່ ເຄ	.524 24	• •		

VE SUMMARY			
I INMINISE - REVENUE & PIPELINE SUMMARY	AS OF 10-JUL-2002	EUROS IN 000'S	
INTERNATION.			
-			

2002 Full 2002 Full Brw 2002 Full Pipeline(3) v Pear Forecast Year Plan Year Plan Pipeline(3) v 9,183 28,920 (19,737) 28,962 28,920 42 28,952 42 28,950 42 8,265 (8,265) 8,265 (8,265) 8,265 (6,687) 2,273 24,790 (22,517)													
Advisory Total Equity Total Equity Total Cebb Total Ceb	PRODUCT	Jun Franchise Revenue	YTD(Jun) Franchise Revenue	Prior YTD Franchise Revenue	B/W PRIOR YTD Franchise Revenue	Jul Franchise Revenue	Balance Of Current Year Thru 12/31		2002 Full	2002 Full	B/W 2002 Full	Future Year	Future Year Pipeline Probability
Advisory 232 7,396 9,795 (2,359) 25 47,886 1,761 9,183 28,920 (19,737) Total Advisory Products 232 7,396 9,795 (2,359) 25 47,886 1,761 9,183 28,920 (19,737) Ited Securities/PRE 5,261 18,777 (13,516) 35,812 23,700 28,962 28,920 42 Inds 5,261 18,777 (13,516) 35,812 23,700 28,962 28,920 42 Inds 1,980 2,273 2,273 3,000 2,273 8,265 (6,987) Inds 1,980 2,273 2,273 3,000 2,273 8,266 (6,987) Inds 1,980 2,273 2,273 2,273 2,273 8,266 3,000 Inds 2,273 1,390 2,273 1,361 2,273 2,273 2,273 Inds 2,213 1,361 2,273 1,361 2,273 2,273	6.8						311112	٦	rear Porecast	Year Plan	Year Plan	Pipeline(3)	Wainhood
Total Advisory Products	her Advisory	232	7,396	9,795	(2,399)	25	47 896	, 764	507				c navidad
ted Securities/PPE	Total Advisory Products	. 66						2	20 20 20 20 20 20 20 20 20 20 20 20 20 2	28,920	(18,737)		ļ,
ted Securities/PPE		707	985'/	9,795	(2,399)	25	47.896	761	0 100			_	,
Ited Securities/PPE 35,612 23,700 28,962 28,920 Total Equity 5,261 18,777 (13,516) 36,812 23,700 28,962 28,920 Ids 1,980 2,273 2,273 3,000 2,273 8,265 Finance Advisory 1,980 2,273 2,273 3,000 2,273 8,265 F Revenue 2,273 13,642 25 86,567 2,645 40,47 90,550	~	•	5 36 3						3	28,920	(19,737)		
Total Equity 5.261 18,777 (13,516) 36,612 23,700 28,962 28,920 [G] 8,265	stricted Securities/PPE		107,5	/ / / 81	(13,516)	r	35,612	23,700	28,962	28.820	62		
tids 1.980	Total Equity		5.261	48 249	144 8461		•	٠	•		,		
G	and Co.				(2)		35,612	23,700	28,962	28,920	42		
ged Loans 1,960 2,273 2,273 3,000 8,265 Finance Advisory 1,980 2,273 8,265 Finance Advisory 1,980 2,273 8,265 F Revenue 2,273 14,930 28,573 24,790	nds fo	•	•	,									•
Finance Advisory Total Debt 1,980 2,273 2,273 8,286 Total Debt 1,980 2,273 2,273 8,286 F Revenue 2,213 14,930 28,573 (13,642) 25 88,507 25,462 40,47 93.530	/eraged Loans		• ;	,	,		3 000	•		8,265	(8,265)	,	•
Total Debt 1,980 2,273 2,273 3,400 2,273 24,790 F Revenue 2,213 14,930 28,573 (13,642) 25 88,507 25,462 40,47 92,250	ect Finance Advisory	008,	2,273	,	2,273					8,265	(8,265)	•	
F Revenue 2,213 14,930 28,573 (13,642) 25 88,507 25,462 40,417 92,520	Total Debt	080	2 393			-			4,213	097,8	(5,087)	,	
F Revenue 2,213 14,930 28,673 (13,642) 25 88,507 25,462 40,417 92,520		3	6,2,4	•	2,273	•	3,000		2.273	74 790	11.3 (0)	-	,
F Revenue 2,213 14,930 28,673 (13,642) 25 86,507 28,462 40,417 80,640	N(2)	•							•) (†	(/16/53)	,	
2,213 14,930 28,673 (13,642) 25 88,507 25,462 40,417 82,620	167						•	,	•				
25 88,507 25,462 40,417 60,500	al CF Revenue	2.213	14.930	28 577	100 0 000		-		-	•	•	,	
				2000	(13,042)	75	86,507	25.462	40 447	00000		,	

Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
 NIM on Hold Portfolio excluded
 Balance of Pipeline includes all future years

PRODUCT	DEAL	Franchise Revenue Jun	Franchise Revenue YTD(Jun)	Franchise Revenue Jul	Other Coverage Groups
	Bertelsmann - Project Rock / Rock (D014619) Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016069) Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840) Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714) Johnston Press - Acqn advisory for RIM / Pacific. (D014213) ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982)	(18)	2,010 250 2,367 58 2,188 525		None ITALY EUR TECH, Rus.&Turk. Oth. Eur., PORTUGAL UK
Total M&A		232	7.396	25	ŕ
Total Advisory Broducts				2	ŀ
Sonnous Licenses	Charles D	232	7.396	25	
	Voll 1800t Press - 2000mm debt tinanging for RIM acquisition / Jupiter. (D014834) Yell - USS40mm financing for accept of Majord Birbinsian (2007)	1,980	1,980		EUR SPON
	(CO4020A) Building a company to the total Britanian and the company to the compan	,	282	1	EUR SPON
Total Leveraged Loans		1,980	2.273		ı
Total Debt Products					1
000000	Otherton Drace in the in-	1,980	2,273		
	Publicis Groupe SA - convertible bond Q1 2002(King / (D016091)		1,623 3,638	1 1	- UK FRANCE
Total Equity					
		-	5,261		1
Total Equity Products			5.261		
Total Product					
		2,213	14,930	25	

		L							
		J			Franchise Value	8			
PRODUCT	DEAL	PROBABILITY	פר	Aug	o en	č	Future	Franchise Revenue	Probability Weighted
M&A	Bertelamena no contract of the second			•	L	į		1	- Decide
M&A	BOOKEY & Hawkee , directing applicable for the property of the control of the con	0	1		16,500		0	16 500	
M&A	Delifiche Talakom - Sele ontions for 46% mills in ord (2015359)	25	2,000	•	•		. 0	2,000	. 0
M&A	CORREST Applications of the Control	0		,	6,000	,	. 0	000	3
M&A	Ladardere - project i arry/Frame (Feste) (Foste) (Foste)	0,25				•	4.500	4.500	-
M&A	ProSieben - strategic divestitute advisor, (Drozsana)	0				10,000	0	10,000	= ,
M&A	Taylor Nelson Sofres - potential aquisition of Observer AB / Monocle (D002405)	g c			•		5,000	2,000	1,250
M&A				,	,	3,896	0	3,896	
			2,000		22,500	13,896	9,500	47,896	1,761
Advisory Products									
			2,000		22,500	13,896	9,500	47,896	1,761
Bonds IG	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015995)	0	,		•		3 000	4,000	
			•	٠			3,000	3 000	
Debt Products									
				•			3,000	3,000	
Equity	APAX/Hicks Muse · IPO of Yell pic (0020545)	ç							
Equity	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (0022480)	3 6		1,612		•	0	1,612	1,450
Equity	BSkyB - GBP 200 million convertible bond (D020296)	3 12	יניי		000,71		0	17,000	12,750
Equity	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	2 2	4,500				0	2,500	1,875
Equity	Texas Pacific Group - IPO (Hunter) / Hunter * (D022792)	2 5		•	•		8,000	8,000	9,000
Equity		6			,	6,500	0	6,500	1,625
			2,500	1,612	17,000	6,500	8,000	35,612	23,700
Equity Products			2000	0,0					
			2,000	7,612	17,000	6,500	8,000	35,612	23,700
Product			4,500	1,612	39,500	20.396	20.500	88 R07	26.460
							2022	10000	70%'07

1) Future Months include all pipeline, including future years

THE STATE OF THE S
2002-07-10 (Wed)
EUROS IN 600°S

FRANCHISE FRANCHISE PIPELINE PIPELINE PIPELINE 1,612	1,612 17,000 2,500 361 3,000 6,000 6,000 6,000 6,000 6,000 6,000 8,000 8,000 8,000 8,000	8,000 18,500 3,000 3,896 8,500 16,500 6,500
FRANCHISE FR		
FRANCHISE VALUE 2,367 2,188 1,623 1,980	292	58 3.638 2,010 2.010 2.057 2.057
FRANCHISE VALUE		250
80% 80% 80% 80% 80% 80% 80%	NA 75% 00% 100% 100% 00% 00% 00% 00% 00% 00%	NIA
PRODUCT Equily-IPO Valuation Acquisition Advisory Equily-Itigins Sanior Bank Dett Acquisition Advisory	Semior Bank Debti Equity-IPO Equity-Secondary Equity-Conventible Bonds Acquisition Advisory Acquisition Advisory Corporate Restructuring Advice Corporate Restructuring Advice Corporate Advisory Divestiture Advisory Merger Advisory Acquisition Advisory Acquisition Advisory Acquisition Advisory Acquisition Advisory Acquisition Advisory Bonds-Eurobonds Equity-IPO	Margar Advisory Equity-Convertible Bonds Acquisition Advisory Acquisition Advisory Fairness Opinion Valuation Mergar Advisory Defense Advisory Bonds-Eurobonds Other M&A Advisory Equity, IPO Acquisition Advisory Fairness Opinion
DEAL APAXYHICKS Muse - IPO of Yell pic (D020545) Gazzon - sale of Gazprom Media to Sputnik Group (Astra) / Astra • (D013840) Johnston Press - Acqui advisory for RIM / Pacific. (D014213) Johnston Press - gaits issue for eage of RIM (D022644) Johnston Press - £680mm debt financing for RIM acquisition / Jupiter - (D014834) Yell stagemen - project LaryEmms (Eagle) / Eagle- (D005469)	APAZHicks Muse - IPO of Yell pic (D020545) Axet Sorning (Consulty) Axet Sorning (Consulty) Axet Sorning (Consulty) BSNR-B- Con million convertable bond (D020265) Bentebraann - Project Rock / Rock. (D014619) Bentebraann - Project Rocking Stone (ax Empire) / Rolling Stone (ax Em (D015826) Bentebraann - Project Rocking Stone (ax Empire) / Rolling Stone (ax Em (D015826) Bentebraann - Project Rocking Stone (ax Empire) / Rolling Stone (ax Em (D015826) Bentebraann - Project Rocking Stone (ax Emaine (D013891) Bentebraann - Project Restructuring Advisor re: refinancing (D013891) Bentebraan - Sale options for 16% state in SES (D01444) Impressu/Cofina - porject un regiet of Impress will invested (Ice Cube) / Ice cub (D015714) Lagancere - project Lany/Emma (Eagle) / Eagle (D005469) Proßlecon - strategic divestiture advisory (D0233912) SES Gobal - E700-1bn IPO - Project Genard / Gerard / Gerard 3 (D015896) SES Gobal - E700-1bn IPO - Project Genard 2 (Genard / Gerard 3 (D015896)	impresa/Cofina - pot merger of Impresa wi Investec (tea Cube) / (ee cub (D015714) Pubita Groupe S.A convertible bond Q.1.2002(King.) / King. • (D016091) Bertels Tharm - Project Roar X Rock (D014819) Bertels Tharm - project Roar K Rock (D014819) Bertels Tharm - project Roar K Rock (D014819) Fininvest - valuations (Focus) / Focus (ex-Simfas) (D016069) Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra. • (D013840) ProSileach - marger advisory with Kirch Media (P)t Concordia) / Concord (D014982) ProSileach - marger advisory with Kirch Media (P)t Concordia) / Concord (D014982) SES 30981 - Debt financing re G. Americom - Project Gerard / Gerard3 (D018989) Taylor Neison Sofres - potential advisition of Observer AB / Manocle (D002405) Texas Facific Group - IPO (Hunter) / Hunter * (D022792) Berte smann - project Rouft Stone (ex Empire) / Rolling Stone (ex Em (D015826) Deutsche Telekom - Sale options for 18% steke in SES (D011449) Fininwest - valuations (Focus) / Focus (ex-Simfast) (D016099)
BANKER Austin, Geoffrey	Lovegrove, Stephen	Lovell, Nicholas Macinnes, Bruce Thun-Hohenstein, Christian